



Export News

U.S. Export Assistance Center
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REBUILDING IRAQ: ECONOMIC SANCTIONS LIFTED

From 1990 to May 2003, the United States maintained a comprehensive embargo on Iraq pursuant to U.S. Executive Orders and statutory requirements and consistent with U.N. Security Council Resolutions. On May 22, 2003, the U.N. Security Council issued Resolution 1483 which lifted most economic sanctions on Iraq in order to facilitate Iraq's economic development. The text of resolution can be found at http://www.un.org/Docs/sc/unsc_resolutions03.html.

On May 23, 2003, in order to implement the lifting of U.N. sanctions and facilitate the continuing reconstruction of Iraq, the Department of the Treasury's Office of Foreign Assets Control (OFAC) revised the Iraqi Sanctions Regulations by issuing General License 575.533, which authorizes most previously-prohibited transactions with Iraq, including the exportation or reexportation of most non-sensitive dual-use goods. This details regarding this license can be found at <http://www.treas.gov/offices/enforcement/ofac/actions/20030523.html>. However, the exportation or reexportation to Iraq of any goods or technology that are subject to a license requirement under the Department of Commerce's Export Administration Regulations (EAR) continues to require specific authorization from OFAC. If you are unsure whether your proposed export is subject to a license requirement, contact the Bureau of Industry and Security. If you determine that the proposed export requires specific authorization, exporters should contact OFAC in order to apply for a license. Companies are strongly urged to consult with OFAC regarding the scope of General License 575.533 or other questions about the scope of permissible trade and transactions with Iraq. For more information go to <http://www.export.gov/iraq> or contact our office at 281-449-9402 or Houston.Office.Box@mail.doc.gov.

HOUSTON U.S. EXPORT ASSISTANCE CENTER

WELCOMES NEW TRADE SPECIALIST, BRENDAN KELLY

Prior to Houston, Brendan served in U.S. Export Assistance Center in Cincinnati, where he covered the aerospace, wood products, machine tooling and IT sectors and organized trade missions to Germany and Japan.

From 1997 to 1999, Brendan served in Siberia at the University of Northern Kazakhstan in Kazakhstan. Brendan received an M.A. from the University of South Carolina in Linguistics, a B.A. from the University of Pittsburgh in English, Webmaster Certification from the University of Cincinnati, and graduate TESOL Certification from Mississippi State University. He has studied and lived in Germany, France and Australia. Brendan has studied French, German and Russian.

NEW MARKET REPORTS

Australia & Mexico

In the last month, there have been over 100 Industry Sector Analysis (ISA) reports added to the [Export.gov](http://export.gov) web site. These detailed reports concentrate on specific industry sectors and subsectors within a given country. ISA reports highlight new opportunities, evaluate the regulatory environment, look at the "players" in the market -- both government and private, and impart insights on marketing channels and best strategies for entering the market. Below are two of the latest reports.

Australia - Gas Pipeline Industry

Natural gas transmission pipelines have been unobtrusively supplying large quantities of energy to homes, offices and factories in Australia for almost three decades. The environmental benefits of the pipeline mode of transport are generally underestimated. Natural gas is a useful transition of an energy source until such time as renewable and alternative sources of energy are more fully developed. The use of gas is forecast to increase its share of Australia's primary energy supply from around 18 percent to 22 percent, and 28 percent by 2015.

Mexico - Oil and Gas Equipment Services Industry

In 2002, about 80 percent of the market was oil and gas exploration and production equipment and 20 percent for refining including storage infrastructure. Pemex, the government-owned petroleum company, will continue investing during the next three years in large exploration, production, storage, and refining projects to modernize its infrastructure. Local manufacturing companies will focus more on the export market and selling to large local contractors that participate in Pemex projects. Access these reports and others at <http://www.export.gov/marketresearch.html> or contact your local trade specialist.

FOREIGN PROJECTS DATABASE FOR ENERGY FIRMS

The International Trade Administration has developed the Foreign Projects Database to assist in the tracking of worldwide projects in the power, oil and gas, water and environmental sectors. The Database contains a brief description of each project, the specific sector, country of implementation, expected award date, and government contact information. For details, visit ITA's Energy Division website at <http://ita.doc.gov/td/energy/>.

CHINA—USED MEDICAL DEVICES BAN CONTINUES

According to the Department of Medical Devices of the State Food and Drug Administration (SFDA), the ban on importing used medical devices will not be lifted until the standards for testing and administrative guidelines for used medical devices are in place. Perhaps after SFDA has completed their study, registration procedures for used medical devices with testing standards and administrative guidelines will be established.

No timetable has been given for the reopening of the market for used medical devices, but there is speculation that it might happen next year. For more information visit the Commercial Service—China SARS web page at <http://www.buyusa.gov/china/en/sarsinfo.html>.

U.S. COMMERCIAL SERVICE ISRAEL: WHAT'S NEW

The U.S. Commercial Service in Tel Aviv actively supports U.S. exporters interested in business opportunities in Israel. For the latest information on products and services offered through the American Embassy, visit the CS-Tel Aviv web site at: <http://www.buyusa.gov/israel/en>. The web site currently features the following resources for U.S. exporters:

- Local Business Service Providers: translators, freight forwarders, relocation specialist, etc...
- "Featured U.S. Exporter": U.S. exporters can promote products/services directly on the CS Tel Aviv web site.
- Trade Events Calendar: Embassy-supported local trade promotion events.
- Commercial News Updates: Get the latest commercial news about Israel and the region.
- Export Success Stories: Find out about the success of U.S. firms in the Israeli market.



NEW!
**NAFTA CERTIFICATE OF
 ORIGIN INTERACTIVE TOOL**

The Trade Information Center has a new tool to help companies complete their export documentation to Canada and Mexico. The new NAFTA Certificate of Origin Interactive tool takes exporters step-by-step through the Certificate. Users will also find a listing of required information necessary to complete the Certificate. Interested companies can access this new interactive tool at <http://www.trade.gov/td/tic/> or 1-800-USA-TRADE..



**STATE DEPARTMENT OFFICER
 FROM BOLIVIA
 TO VISIT HOUSTON USEAC**

Ms. Tabbie Saenz, Commercial Advisor at the U.S. Embassy in La Paz, will visit the Houston U.S. Export Assistance Center in **late June** to meet with local companies interested in the Bolivian market. In addition, she will also be promoting U.S. participation at **Expo Cruz** to be held September 18-28 in Santa Cruz, Bolivia.

ExpoCruz is the largest multisectorial international trade fair in Bolivia, and certified by the U.S. Department of Commerce. Over 2000 exhibitors have confirmed their participation in this year's event, and 450,000 visitors are expected.

Best prospects for U.S. products and services in Bolivia include the following sectors: Automotive consumer goods, consumer electronics, safety and security, textiles, food, farm products (fertilizers, irrigation equipment)

To schedule an appointment with Ms. Saenz, please contact our office at 281-449-9402 or Houston.Office.Box@mail.doc.gov. For details on **ExpoCruz**, visit http://www.cainco.org.bo/boletin_USCC.htm.

MANDATORY AES FILINGS BY MID-2004

Census Expects to Implement Mandatory AES Filing for All Exports that Require SED Information

According to Census, mandatory AES filing for exports that require SED information will be implemented in three steps: (1) items on the Commerce Department's Commerce Control List (CCL) or the State Department's U.S. Munitions List (USML); (2) re-exports of rough diamonds; and (3) all other applicable exports that require SED Information.

In September 2002 President Bush signed into law the Foreign Relations Authorization Act, FY 2003 (Public Law (P.L.) 107-228), that directs the Secretary of Commerce, with concurrence of the Secretaries of State and Treasury, to publish regulations requiring the filing of export information under 13 USC Chapter 9, through the use of AES. In addition, P.L. 107-228 provides for higher penalties for export filing noncompliance and unlawful export information activities. Census sources state that they expect to publish the proposed rule on mandatory AES filing for all exports that require SED information in the Federal Register in fall 2003. This proposed rule is expected to have a 60-day comment period. According to Census, early 2004 is the target date for publication of the final rule. Census sources is currently considering a 180-day "grace period" between the publication date of the final rule and the implementation of mandatory AES filing requirement.

SPECIAL THANKS!



The Houston U.S. Export Assistance Center thanks Mrs. Nagat Gilada, CS Cairo for her assistance during her month-long visit last month.

**PERU—PRESHIPMENT INSPECTION
 TO HALT**

U.S. export shipments to Peru may soon no longer need pre-shipment inspection. This inspection, which was mandatory on all shipments valued at more than \$5,000 (and used goods shipments of more than \$2,000), will be eliminated at the end of the year, lowering the overall cost of US exports to Peru.

A previous attempt by the Peruvian Congress to eliminate the oversight of shipments to Peru by private inspection firms met with a Presidential veto. Last week, however, the Economy Commission of Congress voted to eliminate the private customs' supervisory agencies, following the lead of the Foreign Commerce commission, which took a similar vote in early April. The full legislature now has to vote on the bill, which would eliminate the supervisory agencies as of Jan. 1, 2004.

The cost of using pre-shipment inspection, which has been eliminated by most countries around the world, can be counted in time and money. The cost is currently one half of one percent of the FOB value, with a minimum charge of \$250. For more specific information, please check the SGS website (<http://www.sgsgroup.com/gtsnet.nsf/>).

TRADE LEADS

MEXICO—PEMEX TENDERS

Mexico's government-owned petroleum company, Pemex, has announced the first of six tenders to invite companies to bid on the project to modernize the Minatitlan Refinery, Mexico's oldest refinery located in the state of Veracruz.

The first tender recently announced is reserved for national companies, while the next five are considered international for those companies that have not yet established a local presence. Interested companies must be prepared to make their technical and budget proposals in Spanish. Please note the following dates:

Second Tender: August 19
Third Tender: September 4
Fourth Tender: September 18
Fifth Tender: December 2
Sixth Tender: December 16

For details, contact Francisco Ceron (5255) 5140-2640 or francisco.ceron@mail.doc.gov.

WASTE-TO-FUEL / BIOFUEL PRODUCTS & SERVICES

A Bulgarian firm seeks U.S. companies that have expertise in waste-to-energy and biofuels products and services. For details, contact our office at 281-449-9402 or Houston.Office.Box@mail.doc.gov

ENVIRONMENTAL EQUIPMENT

Filipino-based Quantum Biotechnology and Consultancy seeks U.S. suppliers of:

- Potable wastewater monitoring equipment
- Oil and water separator to reduce BOD which will complement the company's grease traps

For more information, contact our office at Houston. Office. Box@mail.doc.gov or (281) 449-9402.

RUSSIA—MEDICAL EQIP. & PIPE FITTINGS

For details, contact your local trade specialist.

- Russian company seeks U.S. suppliers of medical catheters, drains, dialysis equip., etc...
- Russian company seeks U.S. exporters of plastic pipes and fittings made of high-density polyethylene for underground heat exchangers.

EVENTS

GREATER HOUSTON PARTNESHIP

For details on the following events, please contact GHP World Trade Division at 713-844-3600.

- **Venezuela Customs Trade Facilitation. June 5, breakfast, No charge.**
- 2003 Exporters Workshop Series: Trends in Transportation. June 12, half-day, No charge.
- **U.S. Chile FTA: Opportunities for Texas Business. June 16, afternoon, \$35 members/\$70 non-members.**
- Singapore: Gateway to Global Markets, June 17, afternoon, \$10 members/\$20 non-members
- **Taiwan: An Ideal Partner for Trade and Investment. June 20, breakfast, No charge.**

WEBCAST

CHINA: IT OPPORTUNITIES

June 5

China is one of the world's fastest growing IT markets and has surpassed Australia to become the Asia-Pacific region's second largest IT market after Japan. The Chinese government's emphasis on expanding the use of information technologies in schools, public sector agencies, and businesses has led to increased spending on computer equipment and software and should continue to affect demand in the future.

Presenters Jeff Rohlmeier and Tu-Trang Phan, senior trade specialists, USDoC's Office of Information Technologies & Electronic Commerce, will discuss how these developments are fueling business opportunities in China for U.S. IT solutions providers. Register to receive dial-in information. To register, go to <https://www.trendsreport.net/events/calendar/prereg.asp?eventid=295>.

REGISTRATION DEADLINE: JUNE 30

TRADE MISSION TO KAZAKHSTAN

Oil and Gas Equipment and Services
October 2-10,

The mission will include participation in the Kazakhstan International Oil and Gas Exhibition (KIOGE) in Almaty. Cost is \$3,500, not including travel, accommodations or meals. For details, contact Rachel Halpern at rachel_halpern@ita.doc.gov or 202-482-4423.

COMDEX-SUCESU BRAZIL

August 19-22

Sao Paulo, Brazil

Comdex-Sucesu Brazil, the largest IT event in Latin America, grew 14% in 2002. Participating companies include IT users, manufacturers, vendors, retailers and service providers. The U.S. Department of Commerce will host a U.S. Pavilion and facilitate matchmaking meetings between visiting U.S. firms and strategic Brazilian partners/distributors. Interested companies should contact Bernhard Smid at Bernhard.Smid@mail.doc.gov.



TEXAS TRADE MISSION TO MEXICO

August 20-22

Mexico City, Mexico

Texas Economic Development will lead a three day trade and investment mission to the largest manufacturing and trading center in Mexico. Mission participants will benefit from briefings and counseling from the State of Texas-Mexico Office. Cost \$500. For details contact Margie Moore at margiem@txed.state.tx.us or 512-936-0502.



BIOTECHNICA

October 7-9
Hannover, Germany

Europe's largest biotechnology show, BIOTECHNICA, will provide an opportunity to connect with more than 1,000 exhibitors and 13,000 visitors. The U.S. Commercial Service will also offer the CEO Program for participating U.S. firms. The CEO Program provides:

- Pre-arranged, one-on-one meetings
- On-site scheduling assistance, briefings and counseling
- Semi-private meeting space & access to office services.

For more information, contact Lora Baker at 408-271-7300 or lora.baker@mail.doc.gov.

WEBSITES



BUYUSA.COM:

NEW AND IMPROVED!

The U.S. Commercial Service's e-marketplace returns with a new look and low cost. The web site will continue to connect U.S. companies to thousands of qualified international buyers, distributors and agents. **Annual subscription fee: \$50.** Your BuyUSA subscription allows you to:

- Post your company profile for automatic match-making
- Search for and email qualified international buyers
- Receive email notices of new trade lead opportunities
- Submit and respond to offers to sell your product
- Conveniently track trade leads and matches in your "MyBuyUSA".



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